

s.19(1)  
s.20(1)(b)

**Corbin, Louise -ESB**

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**From:** Ali, Muhammad -RYADH -TD  
**Sent:** February-01-18 12:43 PM  
**To:** Horak, Dennis -RYADH -HOM/CDM; Corbin, Louise -ESB; Mathur, Sandeep -ESB; McLaren, Jeffrey -ESB  
**Subject:** RE: Info: "[REDACTED]" and change of guards at TMX Group, Trade Shows / Saudi Dels to Canada

One additional info:

Just received a phone call from the assistant of the Honourable John Baird that **Mr. Baird plans to visit Riyadh on Feb 12 – 13** and hold business meetings with the President of the General Authority for Civil Aviation (GACA), Minister of Transport, and other Saudis in order to engage his law firm Bennett Jones in KSA as the Kingdom seeks international expertise in the areas of privatization process, developing Public-Private-Partnership Models, and collaboration with international institutional investors / bankers.

Thank you.

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**From:** Ali, Muhammad -RYADH -TD  
**Sent:** February-01-18 12:23 PM  
**To:** Horak, Dennis -RYADH -HOM/CDM; Corbin, Louise -ESB; Mathur, Sandeep -ESB; McLaren, Jeffrey -ESB  
**Subject:** Info: "Roots Canada" and "WhiteWater" and change of guards at TMX Group, Trade Shows / Saudi Dels to Canada

For info:

[REDACTED]

[REDACTED] The newly opened entertainment sector in Saudi Arabia is like a blank slate for renowned international entertainment sector companies. [REDACTED]

[REDACTED]

TMX Group – Organizational Changes: Please note that as a result of some organizational changes, [REDACTED] for Capital Market at TMX Group is stepping down from his position. [REDACTED] replacement will be announced soon. [REDACTED]

[REDACTED] will now be the [REDACTED] [REDACTED] The  
Chairman of Saudi – Canadian Business Council, [REDACTED] TMX Group in KSA. Large

Canadian banks have indicated a slight shift in their approach towards opportunities in KSA – most of them are rallying in support of New York Stock Exchange since NYSX may get most of the planned 5% IPO of Saudi Aramco.

Some of the key commercial engagements for RYADH-TD in February & March: Kindly note RYADH is participating in the following trades shows and facilitating meetings between Saudi companies and Canadian business.

- Arab Health in Dubai (TC Syed Zaman) – Jan 28 – Feb 1
  - Jeffrey Steiner / EDC Board Member may visit Riyadh and Jeddah from Feb 14 - 17
  - Gulfood in Dubai (TC Nuha Osman) – Feb 17-22
  - World Mobile Congress (World's largest ICT show) in Barcelona (first time RYADH participating) - Feb 26 - March 1
  - PDAC Mining Show in Toronto (RYADH-Td / Maya El Khoury bringing [REDACTED] of Mining, possibly [REDACTED] of Maaden mining company and a delegation) – March 3 – 8
- NOTE: RYADH is still hearing (but it is NOT confirmed yet) that Saudi Energy, Industry and Mineral Resources Minister Engineer Khalid Al Falih may also visit PDAC and hold some high level roundtable with Canadian business.
- RYADH-TD led Saudi Healthcare (Business Development Manager level) delegation to Montreal and Toronto (TC Syed Zaman) – ROs and QC & ON govts helping – March 12 – 16

Thank you,  
Muhammad Ali

s.21(1)(b)

## Corbin, Louise -ESB

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**From:** Moreau, Martine -KWAIT -HOM/CDM  
**Sent:** February-16-18 12:02 PM  
**To:** McLaren, Jeffrey -ESB; Glauser, Mark -ESD  
**Cc:** Beck, Stefanie -EGM; Sarty, Leigh -EUD; Corbin, Louise -ESB  
**Subject:** RE: Update- John Baird visit to Kuwait

Thanks Jeff, we are on the same wave length.

Martine

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**From:** McLaren, Jeffrey -ESB  
**Sent:** February-16-18 7:59 PM  
**To:** Moreau, Martine -KWAIT -HOM/CDM; Glauser, Mark -ESD  
**Cc:** Beck, Stefanie -EGM; Sarty, Leigh -EUD; Corbin, Louise -ESB  
**Subject:** RE: Update- John Baird visit to Kuwait

Martine,

I checked around the office and no one recalls seeing a dipnote from the Embassy about Mr. Baird's planned trip to Kuwait.

[REDACTED]

[REDACTED]

Jeffrey K. McLaren

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**From:** Moreau, Martine -KWAIT -HOM/CDM  
**Sent:** February-16-18 5:28 AM  
**To:** Glauser, Mark -ESD  
**Cc:** McLaren, Jeffrey -ESB; Beck, Stefanie -EGM  
**Subject:** Update- John Baird visit to Kuwait  
**Importance:** High

Hello Mark.

Following our queries to the Kuwaiti MFA, we have gleaned the following:

- Baird is arriving early Saturday morning (17 Feb) on Turkish Airways.
- The Kuwaitis are handling his transfer to the Four Seasons Hotel and he is apparently scheduled to meet the Kuwaiti Foreign Minister on Sunday (18 Feb) at noon.
- We have yet to be informed of the details and timings of his speech at the MFA's Diplomatic Institute (i.e., TBD).
- The MFA has advised us that the Kuwait mission in Ottawa had sent diplomatic notes to headquarters concerning the visit; but KWAIT is unaware of any communication of this nature.

s.15(1) - International

I will keep you informed of any further developments and look forward to hearing back from you

Martine

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**From:** Moreau, Martine -KWAIT -HOM/CDM  
**Sent:** February-16-18 11:09 AM  
**To:** Glauser, Mark -ESD  
**Cc:** McLaren, Jeffrey -ESB; Beck, Stefanie -EGM  
**Subject:** Fw: John Baird visit to Kuwait

Hi Mark,  
To keep you apprised,  
this is the first we hear about John Baird coming to Kuwait. Has the Kuwaiti Ambassador informed HQ on this initiative?

I will contact the diplomatic institute to get a better understanding of the topic of his presentation on Sunday. Usually these speeches are for government officials and employees as well as the diplomatic corps.

Thank you,  
Martine  
Sent from my BlackBerry 10 smartphone.

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**From:** Sahar Hassan <[sahara202@hotmail.com](mailto:sahara202@hotmail.com)>  
**Sent:** Thursday, February 15, 2018 22:56  
**To:** Moreau, Martine -KWAIT -HOM/CDM  
**Subject:** John Baird visit to Kuwait

Excellency,  
I got call from Protocol Affairs at MFA few minutes ago. They told me that are expecting Mr. John Baird in Kuwait tomorrow and were asking me if I have more details!!!

As per MFA, they were notified by Kuwait Mission in Ottawa that the Canadian Former FM is visiting Kuwait upon an invitation from Kuwait to give a lecture at the Diplomatic Institute. The invitation was forwarded to him since September 2017 but because of his busy schedule he was able to make it in Feb. He is expected to be in Kuwait tomorrow together with his personal assistant and supposed to give the lecture on Sunday or Monday

The trip is fully covered by Kuwait...the Kuwait ambassador to Canada finalized everything related to his visit as per my talk with Mr. ALADWANI THE DEPUTY HEAD OF MISSION OF KUWAIT EMBASSY IN OTTAWA

MFA here are asking me to confirm the flight details

Please advise

Sahar

Sent from my Samsung Galaxy smartphone.

## Corbin, Louise -ESB

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**From:** Mathur, Sandeep -ESB  
**Sent:** February-16-18 1:20 PM  
**To:** Corbin, Louise -ESB  
**Subject:** Call on Trade items

### Saudi Arabia

- **Former MINA John Baird** was in Riyadh from Feb 12 – 13 scheduled to meet with the President of the General Authority for Civil Aviation (GACA), Minister of Transport, and other Saudis in order to engage his law firm Bennett Jones in KSA as the Kingdom seeks international expertise in the areas of privatization process and developing Public-Private-Partnership Model.
- RYADH-TD is bringing a **delegation to PDAC Mining Show** comprising Deputy Minister of Mining, possibly the CEO of Maaden mining company and a few other companies from March 3 to 8.
- RYADH-TD is leading a **Saudi Healthcare delegation** to Montreal and Toronto from March 12 to 16.

Sandeep

## Corbin, Louise -ESB

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**From:** Mathur, Sandeep -ESB  
**Sent:** February-19-18 12:32 PM  
**To:** Woolhouse, Sarah -EGM  
**Cc:** Corbin, Louise -ESB; Laabi, Omar -ESB  
**Subject:** FW: Call on Trade items

Hi Sarah,

One more item.

### GCC

- **Canada's Investment Champion Speaker, the Hon. Jean Charest**, was in Kuwait City, Abu Dhabi, Dubai, and Doha from Feb 10-16 promoting investment opportunities in Canada. His program was a success and received wide media coverage.

Sandeep

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**From:** Woolhouse, Sarah -EGM  
**Sent:** February-19-18 11:24 AM  
**To:** Mathur, Sandeep -ESB  
**Subject:** RE: Call on Trade items

Thanks!

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**From:** Mathur, Sandeep -ESB  
**Sent:** February 19, 2018 10:38 AM  
**To:** Woolhouse, Sarah -EGM  
**Cc:** Corbin, Louise -ESB; Laabi, Omar -ESB  
**Subject:** FW: Call on Trade items

Hi Sarah,

As discussed, here are the trade items from Saudi Arabia approved by Jeff. Omar is in a meeting, so will check with him on his return for items from Qatar and the UAE.

### Saudi Arabia

- **Former MINA John Baird** was in Riyadh from Feb 12 – 13 scheduled to meet with the President of the General Authority for Civil Aviation (GACA), Minister of Transport, and other Saudis in order to engage his law firm Bennett Jones in KSA as the Kingdom seeks international expertise in the areas of privatization process and developing Public-Private-Partnership Model.
- RYADH-TD is bringing a **delegation to PDAC Mining Show** comprising Deputy Minister of Mining, possibly the CEO of Maaden mining company and a few other companies from March 3 to 8.
- RYADH-TD is leading a **Saudi Healthcare delegation** to Montreal and Toronto from March 12 to 16.

Sandeep

## Corbin, Louise -ESB

**From:** Ames, Tammy -KWAIT -TD  
**Sent:** February-20-18 4:55 AM  
**To:** Glauser, Mark -ESD; McLaren, Jeffrey -ESB  
**Cc:** Corbin, Louise -ESB; Horak, Dennis -RYADH -HOM/CDM; Moreau, Martine -KWAIT -HOM/CDM  
**Subject:** KWAIT-1405 - Visit to Kuwait by Former FM John Baird

Last Thursday evening Kuwait Protocol advised us that former MINA John Baird would be arriving in Kuwait for a three-day stay (Feb. 17-20, 2018) during which he would be meeting Minister of Foreign Affairs Sheikh Sabah Khalid Al Hamad Al Sabah and participating in a seminar at the Ministry's Diplomatic Institute. The unexpected visit was also a surprise to the MFA's America's department and to the Head of the institute.

The meeting with the Foreign Minister had been requested by Mr. Baird himself and therefore Embassy officials were not invited to attend. <https://www.kuna.net.kw/ArticleDetails.aspx?id=2692250&language=en> The Head of the Foreign Affairs Institute called us to indicate that a seminar would not be arranged given the lack of notice of the visit but would organize and invite us to attend on Feb. 19<sup>th</sup> a small gathering to discuss Canada's foreign policy challenges, followed by a lunch.

The talk was attended by approximately 6 professors from Kuwait University as well as the Canadian desk officer from the MFA and 2 junior officers along with several students from the Diplomatic Institute. The primary focus of the talk was the influence of Mr. Trump and the new direction the US is going in terms of foreign and commercial policy. He noted that he was glad to see Mr. Trump's positive attitude toward the GCC with his visit here shortly after the election, and that Mr. Trump's nationalization policy is forcing Canada to strengthen other relationships with others such as with the EU. He also mentioned the TPP and that he'd like to see more strengthening of the relationship with the GCC. He stated that Canadians and Kuwaitis have a lot in common as they are both solution seekers. He noted that despite Mr. Trump and PM Trudeau being at opposite ends of the spectrum, he believed that PM Trudeau was doing a good job at working with Trump as best he can and noted our strong Foreign Minister is also helping to manage a difficult relationship.

He briefly mentioned China as a powerhouse and perhaps a problem for Mr. Trump, and that the situation in North Korea cannot go unaddressed by the US, but he feared that a nuclear strike could come as an option. There was much discussion about NAFTA and whether Mr. Trump could trigger a pull-out, what that would mean for Canada and for Mexico and who would face a tougher time. Much of the talk was related to free trade and globalization, but there were some discussions about terrorism and that we need closer alliances to fight terrorism and that more needs to be done to fight radicalization. There was a question as to whether the West bore some responsibility for creating radicals but Mr. Baird did not address this directly. He was asked about his position on Israel/Palestine. He noted that he supports the creation of a Palestinian State including land swaps, and no armed forced present, and believes that Israel must stop building settlements and did not think the US decision to move its Embassy to Jerusalem was helpful.

All in all, the overall tone was decidedly leaning towards the US and how to mitigate the changes Trump has brought and to deal with the increasing anti-globalization sentiments. There was little discussion about Canada and the GCC or the Middle East directly. He said a few nice things about Kuwait and Canada but very little discussions on that front. The lunch was attended by only one professor and many students from the institute.

He was traveling with his personal assistant from his law firm Bennet Jones. In speaking with him, he said they had been in Saudi Arabia last week to discuss the government's desire to upgrade some airports through the PPP process and the Bennet Jones was involved in some way. He did not give details but the impression was that it was in an advising capacity for the PPP process. [REDACTED]



[REDACTED] Mr. Baird did not  
seem aware of this but noted they have a large office there. [REDACTED]  
[REDACTED]

He was invited by the head of the Diplomatic Institute to attend a personal Diwaniya on the evening of the 19<sup>th</sup>. They were departing on the 20<sup>th</sup> for Vancouver.

Drafted: T. Ames

Approved: M. Moreau

***Tammy Ames***

Counsellor (Commercial) | Conseillère commerciale

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**Kuwait's work week is Sunday to Thursday**

**Semaine de travail du Koweït est du dimanche au jeudi**

**Corbin, Louise -ESB**

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**From:** Ali, Muhammad -RYADH -TD  
**Sent:** December-18-17 4:51 AM  
**To:** Horak, Dennis -RYADH -HOM/CDM; Corbin, Louise -ESB; Mathur, Sandeep -ESB; McLaren, Jeffrey -ESB; Hallé, Christian -BBR; Ahmed, Owais -EDC; Michael Cessford (mcessford@CCC.CA); Laflamme, Martin -ABDBI -DR; 'dolson@ccc.ca'  
**Cc:** \*RYADH-TD; \*RYADH-GR; mzablocki@ccc.ca  
**Subject:** Report: Meeting with Saudi Arabia's General Authority of Civil Aviation (GACA)

Today I met with a [REDACTED] and [REDACTED] of Saudi Arabia's General Authority of Civil Aviation (GACA). The purpose of the meeting was to explore areas of collaboration between Canadian companies and Saudi Arabia's civil aviation sector. The following are the key discussion points:

- Saudi Arabia understands Canada's important position in the aerospace industry and would like to encourage bilateral collaboration in multiple areas.
- GACA would like to sign an MOU with its Canadian counterparts (**Transport Canada**) in order to establish an institutional link as well as open a communication channels with relevant Canadian authority.
- GACA would like to receive a list of **Canadian government approved pilot and other air crew training institutes** so that Saudi air crew attends only those institutes.
- In the past one month, GACA has sent some of its **officials to Canada for air traffic control orientation** but would like to further deepen this relationship.
- GACA is tasked to **upgrade 12 small airports in Saudi Arabia** and would welcome Canadian companies play a role in this activity.
- While understanding the role & experience re airport development projects in Latin America etc., GACA is interested to learn more about the **Canadian Commercial Corporation (CCC)**, explore areas of collaboration, and consider signing an MOU with the CCC.
- GACA and Saudi Arabian Airlines jointly manage pilot training academies in the Kingdom and would like to discuss ideas to expand them to the extent that they become attractive **regional hubs for pilot / air crew training in the Kingdom**. GACA is appreciative of its relationship with CAE and **would like to engage many other Canadian companies in KSA**.
- GACA, Saudi Small-to-Medium companies' Authority, Public Investment Fund and Saudi Ministry of Industry would like to engage with Canada and explore ideas to encourage collaboration between Canadian aerospace and security sector SMEs and Saudi companies in order to help Saudi Arabia understand a roadmap leading the development of aerospace industrial sector or at least develop some companies who become part of global supply-chains in this sector.

s.15(1) - International

- Saudi officials are very much aware of Canadian experience of successfully implanting infrastructure projects under the PPP model and would like to benefit from this experience. Since GACA is looking into ways to privatize or partially privatize a number of its airports, Saudi officials are **studying the successful models of privatization and PPP** in many different countries of the world and would appreciate engagement with experts from Canada as well.
- GACA officials appreciated the meeting that took place between the Honourable John Baird (in his capacity as Senior Advisor at Bennet Jones LLP) and [REDACTED]



- GACA officials were appreciative of RYADH-TD's presence at **Dubai Air Show** where Saudis were able to meet a number of Canadian companies.
- GACA officials are thankful to the Canadian Embassy for facilitating their Canadian visas that helped them attend ICAO meetings in Montreal, often at short notice.

RYADH-TD shall do necessary follow-up.

Thank you,  
Muhammad Ali